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THE MARSELITE

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THE MARSELITE

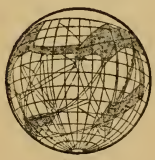
SOME HELPFUL

OBSERVATIONS

ON SUBJECTS OF INTEREST TO
THE EARTH'S PEOPLE

BY

ROBERT DE MARS



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WHY PRINTED

Robert De Mars points out the error in the doctrine of free trade by proving that the free trade and the protection economists were both wrong in assuming that trade was an exchange of goods for goods.

This is an entirely new contribution to the subject of political economy, and presents, for the first time, a solid, sound foundation for protective tariff reasoning.

The cause of excessive profits in some protected industries is explained. This is new also.

Our unwise patent laws are commented on; their part in creating monopolies and trusts is pointed out, and the remedy suggested; and this is new.

A plain, sane statement about money and its uses is presented, which is new and interesting to most of the Earth's people.

These are some of the reasons why the Marselite's views are made into a book,

BY THE PUBLISHER.

"Government ownership or Socialism is only possible when the Earth's people are far enough advanced so that the gentleman who has the duty of collecting the fares in your public conveyances is not under the necessity of ringing a bell to announce to all within hearing that he has come into possession of a five-cent piece that doesn't belong to him."

—*Robert De Mars.*

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THE MARSELITE

He had been here several years, he said, but expected to return to the planet Mars very soon, and he requested that the views which he confided to a few be unpublished till he had returned to his own people.

Robert De Mars was our favorite name for him, and if this individual was not from our neighboring planet, he gave us the impression of being different from the Earth's people in habits, diet, thought and temperament.

The Marselite regarded our social and economic life as very complicated and crude, and he seemed to think we could simplify our affairs in a very short time.

Herewith are presented some of the Marselite's views, by one who hopes they may be helpful to the World's people.

Let us think them over.

First, the Marselite believes we are afflicted with a short-sighted selfishness which prevents us making rapid social progress. The extremes of poverty and wealth appalled him, as did the vast differences in individual capacities, in intellect and morality.

This short-sighted selfishness was manifested in the disposition of the individual to get what we term in the vernacular a "cinch." We are, therefore, slow to make laws which would make it difficult for anybody to get a cinch.

Down deep in our hearts we all have a hope that some day we will land on the beloved cinch, and then have leisure, and all the good things of earth, principal of which is to have an audience of the cinchless to admire our superiority. That's what the Marselite said. Let us think it over.

There are two other indictments against us, and they are like unto the first.

One of these failings is that we are belly cowards. We worship the fetish of three meals a day, and we are in mortal dread of

missing one or two of them, or having their amplitude curtailed. This seemed to be the principal cause for our lamb-like submission to conditions which could be altered in a few months. The cinch holders will surely not let go without an effort to starve or chill the people so they will not be able to pry the aforesaid cinch holders loose from their advantage.

In any discussion of methods of bringing about a change there is apparent, and uppermost, the fear of disturbing things, thus interfering with the dearly cherished food and the gorgeous raiment, or the up-to-dateness of the coats, pantaloons, vests, ties, collars, gowns, hats, etc., with which we are accustomed to disguise our bodies, both as to their beauties and defects. That's what the Marselite said. Let us think it over.

The next little indictment against us is that we are "afraid of our wives." Think that over ladies — and husbands.

We dread to displease them, and that is one of the chief causes of our industrial dependence. The man would be willing to

make a fight if it wasn't for the wife and children. He doesn't dare to go home and say: Here are conditions that can be remedied if we just make a row and curtail our eating, wearing apparel and all our little comforts and pleasures for about six months.

It is true that when workmen go on a strike the women often urge on the battle, but that struggle is for their immediate advantage, which means more clothes, more food, more enjoyment, more comfort — right now.

Your wife is in sympathy with you and your efforts to better conditions permanently — sure thing — but go home and propose it to her and see what she says. She won't consent to go six months without new clothes and on short rations. That's what the Marselite said. Let us think it over gentlemen — and ladies.

A PROTECTIVE TARIFF

Being the views of one Robert De Mars, a visitor from our neighboring planet.

We called him Robert of Mars, so that will have to stand for his name. He had some original views on many subjects, and if he was not from the planet Mars he at least seemed to view our affairs from the attitude of a spectator rather than as a participant.

The Marselite believed we were doing pretty well as an undeveloped people, but were afflicted with a short-sighted selfishness that very materially hindered our progress. In an economic way we were well advanced in production, but on the subject of exchange we had much to learn.

Exchange of products of our labor, and of services, was commented on freely, and some of the Marselite's views are interesting.

First, we will take up the subject of a tariff, or import duty, or what is termed a "Protective Tariff," as this is of great importance at this time.

The people of the United States seem to be divided on the question of whether or not it is wise to have a Protective Tariff. One party is committed to a Protective Tariff for the alleged purpose of fostering and building up manufactories. The other party is in favor of a "Tariff for Revenue," where protection is only incidental.

All of the Free Traders, either those who are outspoken for Free Trade, or those who are at heart Free Traders, affiliate and vote with the party which declares for "A Tariff for Revenue Only."

It is notable that nearly all of the Professors of Political Economy are avowed Free Traders. This is due to the fact that the theoretical, scientific argument of the Free Traders seems to be sound, therefore Free Traders have the better of the logical argument.

This is accounted for from the acceptance, by all Political Economists, of an axiom, which is — that "trade is an exchange of goods for goods." The formulæ is as follows: We exchange goods for money, which

money is of no use to us until we exchange it again for goods; hence money — the medium of exchange — only serves to effect the exchange of "goods for goods."

No Protectionist denies this so-called axiom of Political Economy. The somewhat complicated system of exchange, and the manner in which it has grown up, gives the appearance of soundness to the doctrine that trade is an exchange of "goods for goods."

TRADE IS NOT AN EXCHANGE OF GOODS FOR GOODS

The Marselite denies this so-called axiom, and for a reason which seems very simple, and only needs to be pointed out to be self-evident. The error is in the assumption that exchange is confined to goods, the word "goods" signifying the products of capital and labor. As a matter of fact, you exchange goods for money (or, in international trade, gold). This may or may not be used in the purchase of goods. It is true that we

must exchange money for other things in order to have any use of the money. Money in itself cannot be used for any purpose other than exchange. What we really do with surplus money (or profits) is to use all or part of it for the purchase of those things which are not goods at all. We may purchase with this money land, patent rights, franchises and other things which are not *goods*, in that they are not concrete, tangible products of capital and labor; hence the argument of the Free Trader, that when we import goods we must pay for these goods in other goods is wholly erroneous.

Take the case of the farmer who must purchase manufactured goods: If he has not the money with which to buy these goods, or cannot readily exchange the product of his labor for the money in sufficient amount to buy the goods needed, he does the next best thing, which is to sell his land. It is true that it is not common for a farmer, or home owner, to sell a piece of land to buy goods needed for his use. That which he does most frequently is to give a mortgage, but a

mortgage is a sale of property. Mortgages convey the property to the mortgagee, the instrument of conveyance reserving the right to the mortgagor to buy back the property at the end of a stated time at the price stipulated. In this instance the farmer, or the owner of the land, instead of making exchange of "goods for goods," takes over the goods and pays for them with money which he secures from the sale of the land in the form of a mortgage, and also agrees to pay a stipulated sum per year, which is the interest, and then at the end of a stated period must pay back the original cost of the goods, or turn over the land to the mortgagee. Here is a very obvious instance of a case where the exchange is not one of "goods for goods." As a matter of fact what the farmer, or land owner, does in this case is to pay for the privilege of living on and using his land.

In countries where land is cheap and plenty, land is more frequently sold than in older communities. In a new country land valuations increase rapidly by reason of the increase in population. Hence the persons

who exchange goods for land have a decided advantage over those who exchange land for goods, or "goods for goods." Goods are perishable and decrease in value even if they are not consumed, whereas lands of all kinds increase in value. Population is the chief factor in giving value to land. This is true of all lands, whether they be mineral, agricultural or urban lands, used for manufacturing, mercantile or residence purposes.

EXCHANGING THINGS WHICH ARE NOT GOODS

Because the Earth's people exchange those things which are not goods in the same manner commodities are exchanged, there is likely to be confusion in distinguishing between the two radically different things.

You can exchange money for land: buy and sell land the same as you do goods, and very frequently you convey in the same transaction land and goods. This is done when you sell land and buildings which are sold under the term "real estate," which

term includes both the land which is not a commodity (goods), and also the buildings which are the product of capital and labor and are, therefore, goods.

When we convey land all we really convey is the right to its exclusive use.

In the same way you convey the exclusive right to use the public streets, or an exclusive right to serve the people by granting franchises for electric lighting, gas, street car, telephone and water privileges.

Here, again, the title to these privileges is usually represented in conjunction with the commodities, such as plants, cars, wires, pipes, etc., etc. This is conveyed by the stock and bonds of the company, and here is another instance where we are likely to get confused and not distinguish between "goods" and the things which are not goods.

A patent right is not a commodity though it is bought and sold the same as goods. The thing patented is, of course, the product of some one's brain and hand, and is, therefore, goods, but you must distinguish

between the article patented and the exclusive right to make or use the article. The right is a franchise granted by the government and is not "goods."

It seems surprising that the author of one of the most widely-known and ably-written books advocating Free Trade should fall into the error of accepting the doctrine that trade was an exchange of "goods for goods," because this author spent the greater part of his life in the effort to prove that he who could exchange his capital and labor for land and other special privileges had an advantage over his fellows that he should not be permitted to enjoy.

It is not necessary to go into a detailed analysis of the advantages to the individual who exchanges his goods — which are perishable, hence consumed as they are used — for the indestructible, imperishable things, such as land. When the term land is used it is used in its broadest sense; that is, the economic term "land" which embraces all natural resources.

Not only is the manufacturer who disposes

of his goods for land an example of the fact that trade is not an exchange of "goods for goods." The manufacturer may purchase a patent right, which is an exclusive right to make or do a certain thing in a certain way; or he may purchase stocks or bonds based upon a franchise to do a certain thing in a certain way; such, for instance, as gas plants, water works, electric light privileges, street car franchises, etc., which are granted by communities to private individuals or corporations: (In reality a delegation to individuals or corporations of an exclusive right to do certain things for the rest of the community). It is unnecessary to dwell upon the advantages of the ownership of such special rights and privileges.

The purpose of the illustrations is not to call attention to the right or wrong of the granting of these special privileges, but to make obvious the fact that trade is not an "exchange of goods for goods."

It might be argued that it does not matter whether the manufacturer is in this country or abroad, that he will, in any event, invest

his excess profits in those things which are not goods. But if he is a manufacturer residing in this country, the wealth acquired remains in the country, and this is one of the chief contentions of the Protectionists — that a tariff tends to increase the wealth of the community. Also, as by the operation of a Protective Tariff the home manufacturers and all their employees are obliged to buy the produce of the home farmer, they are consumers who will the more certainly make a local market, and the man who holds the mortgage will be compelled, in a measure, to take farm products for his claim.

Land has doubled in value in the United States within the last 10 years, and if we had exchanged "land for goods" with European manufacturers, they would be receiving in the form of rent just double the value of the goods for which we gave them land — under the mistaken idea that we were trading "goods for goods."

If this condition was to maintain for any great length of time, say several decades, we

would be paying the foreign manufacturer for the privilege of living in this country — paying him in produce, if we could give it to him cheaper than he could get it in the world's markets,— otherwise with money, with which he could buy more land. We would soon be doing a fine export business, for a large part of which the only return we received would be the privilege of living on the land, which may be a good idea, but the Marselite "guessed not."

PROTECTION NOT CAUSE OF EXCESSIVE PROFITS

The Protectionist claims that a Protective Tariff which permits of goods being manufactured in this country — while it may temporarily raise the price of the goods — will, ultimately, tend to reduce prices, by reason of the fact that competition will bring profits to a normal condition, so that if profits are excessive, capital and labor will gravitate toward the industry which yields an excessive profit, and competition will there-

fore bring prices to the average of profit enjoyed in any industry. This should be the outcome of a Protective Tariff, but if a manufacturer, by reason of the ownership of a patent, or other artificial advantages, is enabled to prevent competition, his profits will be excessive. An analysis of the protected industries which have proved exceptionally profitable will disclose the fact that the use of patented machinery, appliances or methods, or the ownership of coal or mineral lands, are the chief assets of the manufacturer receiving an excessive profit, because they give him a monopoly.

The limits of this article will not permit the presentation of such an array of facts as will be necessary to carry conviction. The unprejudiced investigator has only to make himself familiar with the facts to be convinced. Let us think it over.

The Protectionists' strength in the United States has been due largely to the fact that access to land has been easy, hence labor and capital have been high priced, and a protective tariff has been necessary to enable

wages to be paid and capital to be reimbursed in sufficient degree to attract labor and capital to the manufacturing pursuits. In older communities where labor is cheap, capital plenty — and consequently cheap — production of articles in which labor and capital are the larger elements can be carried on much more economically than in the United States, or any new country, and in order to build up manufacturing industries a protective tariff is essential in order that capital and labor may be induced to engage in the manufacturing pursuits.

Agricultural pursuits are simple, and in a new country the people can easily produce crops. Crops are raised annually, and a small amount of capital and very little skill is necessary to engage in these pursuits.

It is a law of economics that we exert ourselves along the lines of least resistance. To engage in manufacturing necessitates the tying up of capital in improvements, more or less permanent, such as buildings, machinery, etc., and also the developing of skilled labor. In acquiring skill apprentices are

obliged to work for small wages, and unless there was an assurance of greater reward to be obtained later, labor would not acquire the necessary skill for the production of manufactured articles.

A FIXED POLICY

To get the greatest and fullest benefit of a protective tariff, a country should be so absolutely committed to the protective policy that manufacturers would be certain that radical changes would not be made.

Agitation and an uncertain policy have two disadvantages which prevent the protective policy from reaching its highest efficiency. First, owners of plants are restrained from enlarging their facilities for fear that the enterprise may be jeopardized by reduction in duties. Second, new factories are not likely to start up because of the uncertainty of the returns, by reason of possible change in the laws; therefore competition among home manufacturers will not operate so effectively to keep down profits

and give the whole people all the benefits there may be in competition.

A country desiring to build up manufactories should be committed to a protective policy which will assure capital and labor adequate returns.

The question of the amount of tariff to be levied is not of great importance, provided it be large enough to insure absolute security and protection to the persons who engage in manufacturing. A country should be absolutely committed to a tariff whose schedules would not be subject to frequent revision. There need be no fear of getting them too high. Be sure that they are high enough and you have accomplished the purpose of attracting capital and labor to the manufacturing pursuits.

The value of the home market for manufactured goods and for agricultural products is recognized the world over as the best form of market. Even Great Britain, which is called a Free Trade country, tries to retain the home market, and in the last few years a law has been passed in that country permit-

ting local manufacturers to use patented machinery and to manufacture patented articles, provided the patented articles or machinery are produced principally in foreign countries. As is well known, the trading nations recognize the patent laws of other nations, and if a patent is issued in the United States, all that is necessary is to register this patent in the countries which have reciprocal patent laws. But England, recognizing that patented machinery in other countries enabled production in many lines to be carried on cheaper than it could be carried on in Great Britain, passed the law referred to above for the express purpose of retaining the home market; and many American and other foreign manufacturers have established factories in England in order to protect their patents.

The greater the manufacturing industries of the country, the better off will be the farmers, or the producer of raw materials such as cotton, wool, beef, hides, food products, etc.

If this were a Free Trade country, or the tariff was so low as to permit manufactured

goods to be freely imported, and we were obliged to dispose of our food stuffs and raw materials in the world's markets, we would be at a decided disadvantage in times of short crops, because we would then be open to the world's competition, or in case of wars, or an interruption of commerce, our industries would be very badly crippled.

Aside from the fact that the world's people are not yet far enough advanced to refrain from war (at which times commerce would be interrupted), it is vastly better to engage as many of your own people in manufacturing as it is possible to feed and clothe from your own fields. Manufacturing is not subject to weather conditions, for it is carried on indoors. Rain, snow, or inclement weather of any kind does not interrupt production. If producers of breadstuffs, wool, cotton and other raw materials have a short crop, the producers would receive higher prices, and conditions would be equalized, because those engaged in manufacturing pursuits would be assured of a market, for the reason that the higher prices for a smaller crop would main-

tain the purchasing power of the agricultural population. This compelling people of a country of varied and ample resources to trade with each other by the application of an import duty maintains a balance that makes for the general good and individual prosperity.

Most people will admit that this is a correct arrangement, but your Free Trader objects to interference with trade. He contends that trade is a voluntary act and that there should not be interference with it. Trade is not voluntary at all, except that you can volunteer to go without food, clothing or shelter, and starve, freeze or perish from exposure, if you elect to do so. If you prefer not to exercise this option of dying, you *must* trade the things you have, or can produce by your labor, for the things you need. And a wise people will prescribe a method of trading — the how, where and with whom — which seems best for the entire community.

PROFITS OF IMPORTER

The fact that a foreign manufacturer can produce an article for one-half what a home producer can make it doesn't mean that the consumer would get the full benefit. The importer is one of the chief advocates of a low tariff — and the dear fellow isn't after a low tariff for the consumer's benefit. He is like the rest of the earth's people. He will sell just enough below the home manufacturer to get the trade, and he will not worry himself if the home producer goes out of business and the foreign maker raises his price as a result of less competition. If the importing goes merrily on he will be happy because business is good, and an importer has the same right as the rest of you to be happy over good business.

Of course excess profits in his line will invite competition, but if he is a true American he will make his money after the custom of the country —"right now — quick"— and take his chance with the competition after he has made his pile.

International trade is desirable only because we can exchange the things which we produce readily for those which we produce with great difficulty, or not at all.

As stated in another part of this article, protected industries will receive no greater margin of profit than other industries, because an excess profit would result in attracting capital and labor so that competition would eventually equalize all profits in all industries.

That this is not true in this country, or in any other country, is due to the special privileges enjoyed by some manufacturers on account of patented machinery, patented processes, patented articles, or some special advantage which has nothing to do with the tariff.

The Marselite's conclusion is, that until exchange is confined to "goods for goods," a Protective Tariff for the United States is desirable and absolutely necessary.

Also that every article that can possibly be manufactured in this country should be made here, regardless of the amount of the

tariff necessary to permit the industry to be carried on profitably. Every person employed in a protected industry is a purchaser of products produced by other members of the protected community; hence every individual in a protected community gets the full benefit of the protection, and the ideal condition in the United States at this time, under our present method of production and exchange, is to have a tariff that would make a home market for every producer in the United States, with a Commission, or some other body of men, authorized to make reciprocal arrangements where an exchange of "goods for goods" would be accomplished by such arrangement.

The right sort of a schedule, according to the Marselite, would be one sufficiently high to keep out competitive articles, with authority vested in some department of government to lower, or remove, the duty where a local shortgage or other conditions would make it advisable to take such action.

TRANSPORTATION A WASTE

Exchange is a mode of production, and whenever, in process of exchange, transportation can be eliminated or minimized, we make a saving.

The farmer is well aware of the advantage of a short haul to market. If his farm is one mile to market, instead of ten miles, he saves much labor, and the advantage appears in the greater value of his acres. If industries were in his home town so that his entire produce was consumed by the local population, he need not be told what advantage it would be to him. That is easily understood. If a tariff would start a factory in his home town the agriculturist could see the advantage so readily that you would have no difficulty with the schedule. The same principle is true in the nation, and the advantage to the producer of breadstuffs, cattle, hides, wool, cotton, etc., is just as obvious. Shipping goods abroad and having other goods shipped here is a complete waste

of labor. Every mile of travel we save in exchanging goods is a saving of time, labor and money. Where manufactories exist there is population, and population makes land values. Therefore the land owner gets the full benefit of the production which aids in building up factories in his own country.

The contention that the foreign or world's market makes the price of the farmers' produce is not true. It is the surplus which each country has to export that governs prices, and if the United States uses all, or nearly all, its own produce the surplus for shipment will aid in determining the price abroad; so that we may well say that the home market governs the foreign price.

The compensation which labor receives is termed "wages." The amount of wage a worker receives is governed by supply and demand, the same as commodities. The amount of compensation received, and the number of hours necessary to secure the wage, will depend upon the number of people seeking employment, and the employment which is to be had.

The more manufactories there are in a country, the greater will be the demand for employees, and consequently higher wages will be paid.

If the manufacturer of shoes, hose, clothes, hats, nails, carpets, underwear, gloves, plows, reapers, furniture, watches, machinery, or anything else, is making more money than you are, there is nothing to prevent you from making the same things and getting some of that extra profit. If you cannot make the goods and get some of that surplus money he is supposed to be getting, either he is smarter than you are, or he has some advantage you don't have. In either case the remedy is in your own hands — but it doesn't consist in taking a whack at the tariff.

Perhaps there is another problem to solve, which explains extra profits.

The Marselite thinks there is — which is another subject.

LIGHT ON EXCESSIVE PROFITS

When you have proved that exchange is not a trading of goods for goods, and you have also proved that a protective tariff does not give any individual or corporation an advantage, because every one is free to manufacture the protected goods, you have not satisfied the skilled gentleman who works in a shop that his employer isn't getting rich and powerful.

Neither have you satisfied the gentleman who raises cotton, corn, wheat, cattle, hogs, etc., that the manufacturer has no advantage over him. Your theory may appear all right, but the facts seem to be against you.

If we have a theory that is correct it must work in practice, because a theory is simply an explanation of the relation of facts.

What is the trouble with our theory? The Marselite points out that we do not take into consideration all the facts.

The big fact that we overlook is that every one is not free to engage in the making

of articles protected by the tariff. Or, more correctly stated, every one cannot engage in their manufacture under the same conditions.

Most every protected industry is carried on under an additional protection which prevents home competition. This protection is the possession of a right to make patented articles, the right to use patented machinery or patented processes.

Here we have an explanation of excess profits:

A protective tariff, preventing foreign competition, and the patent laws, preventing home competition.

TRUSTS AND PATENTS

The Marselite Suggests a Plan for Preventing Trusts, Thereby Removing the Necessity of Regulation

The method of prevention of trusts was set forth by Robert De Mars, and his views are herewith presented.

It may be broadly stated that a trust or combination of manufacturers or producers of any kind is only possible where some exclusive right or privilege is enjoyed. Competition is the surest regulation, and to obtain freedom of competition all special rights and privileges should be withdrawn.

Nearly every trust or combination of manufacturers or producers of any kind is based upon one of three privileges which give a monopoly. One of these, and of greatest importance, in the opinion of the Marselite, is the ownership of patents. If the Earth's people would immediately change the patent laws nearly every great trust in the United States would be abolished.

One of the most surprising things about the laws governing production among the Earth's people is the universal adoption by all industrial countries of the most clumsy, unjust and senseless law, known as the "patent right law."

The original object of the patent right law was to stimulate invention by granting the inventor the exclusive right to manufacture, sell or use the product of his brain, thereby, in theory, benefiting the community by making it possible to produce more cheaply and more effectively by granting special rewards to those who devote their time to inventions or discoveries.

The patent law, as it at present exists, fosters monopolies and assists in building up large fortunes which become a menace to the community. They manage differently in Mars. Instead of granting the exclusive right to the inventor — who can dispose of this right in such manner and for such sum as he sees fit — the inventor should be rewarded by being paid a royalty, and every one should be permitted to use the patented

article by payment of royalty to the inventor. This would insure greater reward to the inventor, and would give, at once, the benefit of inventions to the entire community. As matters now stand with the Earth's people, under the vicious patent laws, immense numbers of inventions are unavailable to the public because they are purchased by owners of other inventions and shelved, so that they will not come in competition with prior patents.

Inventors, as a rule, spend considerable time and usually all their money in perfecting their inventions. They are then at the mercy of those who have capital enough to supply their needs. Thus the patent laws, as at present existing, do not serve to properly reward the inventor, nor to benefit the community by giving it the inventions as they are developed.

This seems so self-evident a fact that it is surprising a community as intelligent as that of the United States will permit such vicious laws to exist upon the statute books. So said the Marselite. Let us think it over.

It will be found, upon analysis, that most of the vast fortunes in the United States are based upon the exclusive right to manufacture or do certain things in certain ways.

An immediate change in the patent laws would be the greatest trust buster.

REWARD INVENTOR AND BENEFIT PUBLIC

Every patent that is granted should be placed before the people with drawings or models filed in the office of the government officials in various parts of the country, so that those desiring to utilize them would have ready access.

An inventor would be protected in his inventions by having the royalty paid over to the Internal Revenue Department, the same as excise taxes are now paid. The same machinery of government could handle the royalties. Stamps could be affixed to the patented articles, or government marks placed upon them, so that the inventor would get the full benefit. The expense of collect-

ing could be deducted from the amount paid over to the patentee.

Thus every invention would be immediately made available to the public, and monopoly would be prevented and manufacturing would be carried on in nearly every community. Under this method, wherever it is possible to produce an article advantageously it would be produced. Small manufacturers and individual makers would start up all over the country. This would tend to prevent congestion in the larger centers.

This is a reform easy to bring about. It would necessitate no radical change in our present laws, nor disturb business to any extent.

This sort of a patent law could be made applicable to all future patents granted by the Government. A provision could also be made in such a law so that manufacturers who now own patents could come in under the new order of things by filing a declaration that their present patents were available to any firm or individual who would pay them the proper royalty.

The amount of royalty to be paid for the privilege of manufacturing patented articles should be determined by the Government. This royalty, of course, would vary greatly, but it is easy to fix such a royalty for each article as would properly reward the inventor and at the same time give the public the full benefit of the invention.

AMOUNT OF REWARD

Under the present laws of the United States a patent is granted for a fixed term of years. There is a very grave question as to whether or not this is wise. Perhaps it would be better to grant a patent to the inventor under the provision that when a certain sum of money had been secured from the patent it then became available to everybody without the payment of royalty.

It would seem that a compensation of $100,000 to $200,000 would be an adequate return. It is true that there are vast differences to the public in the value of patents, but it is not wise to have any legislation

which will permit any individual or firm to secure large fortunes from an exclusive right or privilege.

It must always be borne in mind that the object in granting a patent is to stimulate invention by properly rewarding the inventor, not to give manufacturers a special privilege. It is for a country to say what is proper reward.

This, however, is a matter of detail. A broad, undeniable fact is that it is unwise to create monopolies by giving exclusive right to manufacture a patented article, use patented machinery or appliances.

We constantly hear the argument of the Socialists that machinery displaces men by the machine doing from four to five times as much as one individual can do. This is no argument for Socialism, but it is a convincing argument that everybody should be able to utilize a patented machine upon the same terms and under the same conditions. The whole trouble with the Patent Laws, as at present applied, is that they create monopolies and foster combinations, work to the

disadvantage of the people at large, and do not serve to properly reward the inventor.

RELIEVE CONGESTION OF CITIES

Where skilled workmen are now engaged in working for great manufacturing companies they could start their own little shops and secure such reward as their skill and industry would entitle them to receive.

Whence would come the opposition to such a law? It could only come from individuals or corporations who desired to have a "cinch" and secure greater benefits than their fellow-man.

Under the present system, combinations form for the control of products, because it tends toward economy in production, and also insures greater profits.

No one should blame the owner of a patent, or the owner of a special privilege, for getting everything out of it he can get — that is what we all do. It is not wise to pass laws permitting people to do certain things in certain ways and then attempt to regulate

them or say how they shall do these certain things.

It can be easily seen that under the new laws the thousands of inventions which are being patented every year and bought up by holders of prior patents would be available to the public immediately, and invention would be greatly stimulated and general prosperity increased.

There does not seem to be a single sound, reasonable argument against an immediate change in our patent laws which would bring about the throwing open to the public of all inventions as soon as the patents have been granted. As stated before, no new machinery of government, no radical change in administration, need be inaugurated.

Perhaps there is something wrong with these views of the Marselite, but they are herewith presented for the consideration of the Earth's people.

Let us think it over.

THE INVENTOR[1]

By IVAN SWIFT

A sad man lived in the years of dark
  And numbered the pains of dearth.
He prayed of the gods a sign and spark
To lift the burden and light the ark
  For the sons of his weary earth.

He took for his tithe the tangled thorn
  That falls to our foretime dreams—
The hate of the loved and the loaner's scorn,
For the sake of the millions yet unborn,
  And the goal of the right that seems.

His kinsmen saw but the waste of dower
  And warned of the wretched gain.
The forge and book and the midnight hour,
That knew the man in the secret tower,
  Could marvel the mortal brain.

From a drop of rain and a quoin of steel,
  A coal and a grain of sand,
He fashioned a lamp for a kingdom's weal,
And laid man's work on the arc of a wheel
  And watered a wasted land.

A pleader came with a pewter plate,
  A frock, and a false renown.
He gave a toy and a writ of state
To feed the pride of a dreamer's mate—
  And took for his own a crown.

[1] A prominent patent attorney testifies that his big reward comes from established corporations as retainers for discouraging, defeating on technicality, or purchasing cheaply inventions likely to become competitive.

From *The Outlook*, September 23, 1911.
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OBSERVATIONS ON MONEY

The Marselite expressed some opinions he had formed on our use of money — or the method of effecting exchanges — and they are in part given here for what they may be worth.

A medium of exchange, to effect its purpose, must be what the name implies: something which is an order that will be accepted for goods, lands, taxes, or any of the things which we exchange.

As every one knows, metal or commodity money is very little used by modern civilized trading people. Checks, drafts, money orders, notes and paper of different kinds are used for probably ninety-five per cent of all our transactions.

There never need be, and in reality there never is, any real scarcity of the medium of exchange. When there appears to be a shortage it is due to two primary causes. First, an inability to find a market for that which we have to exchange; second, the fear

that we will be unable to secure the one kind of medium which every one will accept (commodity money or its equivalent, government notes or bank notes based on government security).

This second cause creates a scarcity for the reason that a large part of this form of money is withdrawn from circulation and is hoarded, either to be quickly available to meet wants, or for the purpose of getting a premium for its use.

As to the first cause, which creates an apparent scarcity of money, the inability to find a market for that which we have to exchange: Our Marselite friend pointed out the fact, which we all know, that over one-half of the Earth's people never have anything to exchange except labor or services, and if production stops or is very much restricted for even a short time, want and an apparent scarcity of money are the first symptoms to manifest themselves.

This scarcity of money is not felt alone by those who have only services to exchange, but also by the merchants who have stocks

of goods which they cannot exchange because the workers are unable to secure the money with which to buy them; this in turn affects the wholesaler, and then the manufacturer, who, not having an outlet for his goods, ceases to make them. His former employees are then confronted with the inability to exchange *their* services, which is manifested in a scarcity of money.

Here we have a condition where there may be plenty of goods of every kind, plenty of breadstuffs and everything to supply our wants, and still we have what appears to be "hard times," or an inability to get money.

THE BANKER

Now as to the banker — where does he come in? He is supposed to be a dealer in money, and when money is needed we all turn to him as the one to supply with the needed medium of exchange, the merchant, the manufacturer, and all who have security to offer.

It develops that the banker is not willing

to loan money on even the best stocks of goods, or the highest class of securities, representing goods or other forms of wealth. He is frequently criticised for the reason that he is considered a money lender, whereas he is, as a matter of fact, a clearing-house or broker in credits, for facilitating exchange. Also, he is a custodian of money—other peoples.

If you have a stock of shoes worth, say $6,000.00, which you have clear of debts, and desire $2,000.00 to maintain your store, pay rent and employees, take care of your own living expenses and replenish your stock, you will have no difficulty in having placed to your credit $2,000.00 on the books of the bank, offset by a charge of $2,000.00 in the form of a 90-day note, *provided* you can show the banker that you will be able to exchange $2,000.00 worth of shoes to consumers and deposit the proceeds before the 90 days are up. These deposits need not consist of one cent of cash, nor need you ever draw a dollar of cash from the bank on the $2,000.00 loan. It is, in fact,

nearly always an exchange of checks, drafts, etc.

If, however, in seeking a credit at the bank it develops that your business is not good; that you are not at all likely to exchange sufficient goods to offset the credit of $2,000.00, the banker is not disposed to extend the credit. Then a condition confronts you of an apparent shortage of money. It isn't a shortage of money. It is shrinkage of credit, due to the restriction of exchanges. The modern banker is not a money lender.

Under U. S. banking laws the banker is required to have a certain amount of cash on hand in relation to his volume of business, particularly a percentage of his deposits. So that in times of sudden need, panics, etc., he is not in a position to extend credits on account of inability to maintain his cash reserve.

Everybody is scrambling for the cash and the banker is justified in refusing to pay out cash to those who are going to hoard it and thereby withdraw it from use.

This may seem unfair but the banker is

a custodian of money and must take care of the interests of all the depositors.

In the opinion of the Marselite, it is not any shortage of money that causes a restriction of exchange, dull business, panics, etc.; but it is the opposite condition — a stoppage or restriction of exchange which causes an apparent deficiency of the medium of exchange, which is principally — almost wholly — credit money, checks, drafts, money orders, notes, etc.

SHRINKING OF BUSINESS

The next inquiry is, What causes a shrinkage, restriction, or stoppage of exchanges?

The Marselite suggests that there are probably two reasons that bring about the situation.

First: Production along lines of oversupply in certain directions. This seems to occur in cycles in the construction of buildings, both residence and business. This form of production may be carried to a point

where it goes beyond the needs of the people, or, at least, beyond their ability to utilize the buildings to advantage. As building is carried on among the Earth's people, there is no guide to determine when construction has been carried beyond the proper point.

Buildings, being fixed improvements on land, and not quickly consumed, as are other products of labor, represent production along lines that, when carried beyond present needs, means a stoppage or restriction of production in the building trades for a period of years — the period depending on how far beyond present needs construction has gone.

The reason over-production in buildings is more likely to occur than in other lines is twofold: First, there is no safe guide, as there is in other lines, because an excess of hats, shoes, clothes, underwear, hose, and all manufactured and quickly consumed articles is apparent each season, as is also the case with agricultural products, so that there is always a barometer which regulates — at least, to a degree of approximate safety. This is not the case with buildings.

The second reason why the production of buildings is carried beyond present needs is the temptation presented in the desire to get the benefit of the increase in land values. The calculated profit from the capital put in the building is supplemented by the expected gain in the "unearned increment" in the land value. Also homeseekers, seeing land constantly increasing in value — as it does during a rapid building period — go in debt to secure a home, and build beyond actual need or ability to pay.

When, by reason of inability to rent or sell buildings at a profit, the excess of buildings becomes apparent, the men engaged in the building trades are out of employment; the shopmen, brick-makers, and all who are engaged in producing building materials are out of work. All these are obliged to restrict their consumption. That in turn throws those who supplied their needs out of work, and we have all along the line a cessation of exchange — an apparent shortage of money, the medium of exchange; when that is not the trouble at all.

The second reason why there is a restriction or stoppage in exchange is due to the fact that over half of the people have nothing to exchange but their labor, and when the opportunity to exchange labor for money ceases these wage-earners are unable to consume in the usual normal way the goods already manufactured.

The remedy for this state of things is such a distribution of wealth as would permit all, or a very large proportion, of the Earth's people to always have goods, wealth or money on hand which they could exchange for other goods. How to bring about this condition is a problem. The great differences in capacities, judgment and habits of the Earth's people in their present state of development make a problem of this kind very difficult.

The nearest to a solution of this last problem, which is in reality an outgrowth of the first, is to so adjust production that there would be a uniform supply of commodities, and particularly a means of determining when the needs for buildings, railroads, and

all "fixed improvements" were being properly met without a very material oversupply.

EMERGENCY MONEY

That there arises sudden need for currency is admitted and the pledging of exchangeable forms of wealth to the government or to bankers under government supervision and the issuing of money on such security would tend to allay fear and restore confidence.

But this does not help in other than a small degree the great mass of the people who have only their labor to exchange. Perhaps a method of utilizing that labor and paying for it with money direct to the workers could be devised and the product of that labor become the security for an issue of money for that purpose.

There are difficulties, owing to our form of government—City, County, State and Nation have functions which prevent action in this direction being easily taken. But

the suggestion was made and it is here given. Let us think it over.

The problem of money resolves itself into one of production and exchange, and if we keep them in action the money problem solves itself.

Money does not control wealth. Wealth controls money — some forms of wealth more than others — but wealth always controls.

These are some of the Marselite's views on money.

Let us think them over.

EXPORTS AND IMPORTS

EXPORTS.

MERCHANDISE AND SPECIE EXPORTED FROM THE UNITED STATES DURING THE FISCAL YEAR ENDED JUNE 30, 1910.

ARTICLES.	Quantities.	Values.
Domestic Merchandise.		
Agricultural Implements	....	$28,124,033
Aluminum and Manufactures of	....	666,937
Animals	....	17,447,735
Books, Maps, Engravings, and other Printed Matter	....	7,088,994
Brass, and Manufactures of	....	4,355,561
Breadstuffs: Corn.....bush.	36,802,374	25,427,993
" Oats.....bush.	1,685,474	794,367
" Wheat.....bush.	46,679,876	47,806,598
" Wheat Flour...bbls.	9,040,987	47,621,467
Cars, Carriages, and other Vehicles and Parts of	....	20,630,859
Chemicals, Drugs, Dyes and Medicines	....	21,415,935
Clocks and Watches and Parts of	....	2,588,938
Coal Anthracite.....tons	2,953,633	14,585,632
" Bituminous.....tons	10,413,439	25,926,914
Copper Ore.....tons	51,445	1,304,887
" Manufactures of	....	88,004,397
Cotton, Unmanufactured....lbs.	3,206,708,226	450,447,243
" Manufactures of	....	33,397,097
Earthen Stone, and China Ware	....	901,537
Fertilizers	....	8,700,640
Fibres, Vegetable, and Textile Grasses, Manufactures of	....	6,849,250
Fish	....	9,652,088
Fruits and Nuts	....	18,885,654
Furs and Fur Skins	....	14,501,635
Glass and Glassware	....	2,805,401
Glucose or Grape Sugar	....	3,415,220
Hay.....tons	55,007	1,070,907
Hides and Skins.....lbs.	14,635,075	1,738,216
Hops.....lbs.	10,589,254	2,062,140
India Rubber Manufactures	....	10,175,634
Instruments for Scientific Purposes	....	12,535,643
Iron and Steel, Manufactures of	....	179,133,186
Leather and Manufactures of	....	52,646,755
Malt Liquors	....	951,183
Marble, Stone and Manufactures of	....	1,447,989
Musical Instruments	....	3,182,343
Naval Stores	....	18,681,962
Nickel, Nickel Oxide and Matts	....	4,532,897
Oil Cake, Oil Cake Meal.....lbs.	1,292,405,682	18,562,379
Oils, Animal.....galls.	2,216,713	903,001
" Mineral Crude.....galls.	168,903,985	5,277,181
" Mineral, Refined or Manuf'd	....	93,813,031
" Vegetable	....	16,479,301
Paints, Pigments and Colors	....	4,726,565
Paper, and Manufactures of	....	8,994,277
Paraffine, Paraffine Wax.....lbs.	196,982,550	7,886,359

EXPORTS—Cont'd.

ARTICLES.	Quantities.	Values.
Domestic Merchandise.		
Provisions, Beef Products.....lbs.	156,786,067	$13,975,519
" Hog Products.....lbs.	451,646,645	91,415,894
" Oleomargarine.....	129,510,307	14,655,052
" Dairy Products.....	....	2,250,421
Seeds, Clover.....lbs.	6,977,685	832,676
" All Other.....	....	2,652,742
Soap.....	....	3,620,546
Spirits, Distilled.....proof galls.	1,637,630	1,978,006
Starch.....lbs.	33,534,570	1,274,773
Molasses, and Syrup.....galls.	14,962,662	2,474,976
Sugar.....lbs.	126,507,022	5,398,060
Tobacco, Unmanufactured....lbs.	357,196,074	38,115,386
" Manufactures of.....	....	4,803,101
Vegetables.....	....	4,207,319
Wood and Manufactures of.....	....	78,813,803
Wool and Manufactures of.....	....	2,369,283
Total Exports, Domestic.....	....	1,710,083,998
Exports, Foreign Merchandise..	....	34,900,722
Total Exports, Domestic & For'n		1,744,984,720
Species, Gold.....	....	118,563,215
" Silver.....	....	55,286,861
Total Expts., Domestic & F'rgn		1,918,834,796

IMPORTS.

MERCHANDISE AND SPECIE IMPORTED INTO THE UNITED STATES DURING THE FISCAL YEAR ENDED JUNE 30, 1910.

ARTICLES.	Quantities.	Values.
Merchandise.		
Animals.....	....	$ 7,839,670
Art Works.....	....	21,088,720
Books, Maps, Engravings, etc.....	....	6,033,075
Bristles.....	....	3,111,872
Cement, Portland, Hydraulic..lbs.	163,101,786	602,833
Chemicals, Drugs, Dyes and Medicines.....	....	88,790,328
Clocks and Watches, and Parts of	....	2,571,254
Coal, Bituminous.....tons	1,624,791	4,460,919
Cocoa Crude, and Shells of....lbs.	108,668,070	11,376,061
Coffee.....lbs.	871,469,516	69,194,353
Copper and Manufactures of (not ore).....	....	30,887,841
Cork Wood, and Manufactures of..	....	4,771,391

IMPORTS—Cont'd.

ARTICLES.	Quantities.	Values.
Merchandise.		
Cotton, Unmanufactured.....lbs.	86,037,691	$15,816,138
" Manufactures of.....	....	66,473,143
Earthen, Stone and China Ware...	....	11,021,126
Feathers, Flowers, etc.....	....	11,992,053
Fertillzers.....	....	8,371,883
Fibres, Vegetable, Unmanufactured	....	32,418,839
" Vegetable Manufactures of	....	57,624,245
Fruits and Nuts.....	....	37,423,827
Furs, and Manufactures of.....	....	26,597,644
Glass and Glassware.....	....	6,553,754
Hair, Unmanufactured.....	....	6,019,476
Hats, Bonnets and Materials for .	....	7,950,530
Hides and Skins, other than Fur, ...lbs.	608,619,028	112,247,836
India Rubber and Gutta-Percha, Crude.....lbs.	192,195,390	106,861,496
Iron and Steel, and Manufactures of	....	38,502,457
Jewelry and Precious Stones.....	....	50,959,129
Lead, Ore and Base Bullion....lbs.	202,166,987	3,643,321
Leather, and Manufactures of.....	....	16,865,937
Malt Liquors.....galls.	7,312,748	3,283,953
Meats and Dairy Products.....	....	11,043,454
Oils.....	....	24,299,589
Paper, and Manufactures of.....	....	11,503,680
" Stock, Crude.....	....	5,206,877
Rice.....lbs.	225,400,545	4,361,237
Silk, Unmanufactured.....	....	67,115,177
" Manufactures of.....	....	32,888,459
Spices.....	....	3,483,459
Spirits, Distilled.....	....	7,112,887
Sugar.....lbs.	4,088,438,672	106,075,889
Tea.....lbs.	85,626,370	13,671,946
Tin, in Bars, Blocks or Pigs....lbs.	101,134,508	30,869,532
Tobacco, Unmanufactured....lbs.	46,838,330	27,751,279
" Manufactures of.....	....	4,082,583
Toys.....	....	6,585,781
Vegetables.....	....	8,273,371
Wines.....	....	13,007,293
Wood, and Manufactures of.....	....	54,422,504
Wool, Unmanufactured.....lbs.	263,939,584	51,220,844
" Manufactures of.....	....	23,532,175
Total Merchandise*.....	....	1,557,819,988
Specie, Gold.....	....	43,339,905
" Silver.....	....	45,217,194
Total Imports.....	....	1,646,377,087

*Including all other articles than those enumerated.

Value of Imports into and Exports from the United States of Merchandise by Countries, Year Ended June 30, 1910.

COUNTRIES.	Imports.	Exports.
Austria-Hungary	$17,408,910	$14,962,731
Azores and Madeira Islands	86,875	184,234
Belgium	40,059,281	41,116,585
Denmark	2,198,334	13,644,903
France	132,363,346	117,627,466
Germany	168,806,237	249,555,926
Gibraltar	9,494	228,019
Greece	2,643,005	429,670
Greenland, Iceland, etc.	140,231	3,106
Italy	49,868,367	53,467,053
Malta, Gozo, etc.	16,351	303,009
Netherlands	31,713,766	84,937,878
Norway	6,551,985	5,949,330
Portugal	6,507,733	3,223,855
Roumania	36,181	479,364
Russia in Europe	16,196,154	16,789,930
Servia	1,067,008	4,273
Spain	18,453,278	18,964,403
Sweden	6,830,477	5,991,896
Switzerland	25,209,159	756,770
Turkey in Europe	8,689,760	1,613,168
Great Britain and Ireland	271,029,772	505,552,871
Bermuda	591,523	1,323,959
British Honduras	1,066,409	1,211,852
British North America:	95,128,310	215,990,021
Newfoundland and Labrador	1,299,688	4,074,802
Central American States:		
Costa Rica	3,641,298	3,050,510
Guatemala	1,832,324	1,959,246
Honduras	2,012,225	1,605,493
Nicaragua	1,321,767	1,690,792
Panama	2,229,189	20,596,371
Salvador	1,176,393	1,316,957
Mexico	58,795,943	58,193,704
Miquelon, Langley, etc.	12,655	39,246
West Indies:		
British	11,154,683	11,277,963
Cuba	122,528,037	52,858,758
Danish	403,926	749,174
Dutch	346,589	658,146
French	43,232	1,318,224
Haiti	790,579	4,498,449
San Domingo	2,462,716	3,106,402
Argentine Republic	33,463,264	40,694,941
Bolivia	189	603,721
Brazil	108,154,491	22,897,890
Chile	20,921,326	8,304,246
Colombia	7,485,141	3,979,886
Ecuador	2,859,714	2,215,951

Value of Imports and Exports, etc.—Cont'd.

COUNTRIES.	Imports.	Exports.
Guianas:		
British	$567,793	$1,884,331
Dutch	925,782	685,889
French	21,171	300,273
Paraguay	29,170	61,142
Peru	7,621,497	4,548,053
Uruguay	7,413,396	4,272,145
Venezuela	6,701,352	2,797,210
Aden	2,068,220	531,784
Chinese Empire	29,990,370	16,320,612
British China	36,146	3,492
French China	6,442	65,030
German China	1,244,360	345,551
Japanese China	20,610	235,768
British East Indies	70,748,613	9,495,016
Dutch East Indies	10,651,935	2,241,225
French East Indies	....	174,882
Hong Kong	2,333,231	6,467,165
Japan	66,398,761	21,959,310
Korea	20,176	442,066
Persia	683,371	509,178
Russia, Asiatic	1,181,058	1,039,881
Siam	125,882	286,200
Turkey in Asia	8,514,132	744,504
All other Asia	3,495	149
British Australasia	14,806,764	27,696,557
New Zealand, etc.	4,168,125	5,577,088
French Oceanica	603,418	544,436
German Oceanica	38,270	116,374
Philippine Islands	17,317,897	16,832,645
British West Africa	227,108	2,241,448
British South Africa	2,178,174	9,614,406
British East Africa	803,612	601,133
Canary Islands	125,958	284,749
French Africa	726,970	1,275,392
German Africa	433,098	200,465
Liberia	212	84,469
Madagascar	6,626	7,731
Morocco	475,215	60,373
Portuguese Africa	239,996	3,138,775
Spanish Africa	....	22,897
Turkey in Africa—Egypt	12,176,108	982,845
Tripoli	96,662	14,232
Total	$1,557,819,988	$1,744,984,720

ABOUT THE PLANET MARS

Mars' mean distance from the sun is 141,000,000 miles; the Earth's is 92,000,000 miles.

Mars' diameter is 4,222 miles; the Earth's 7,918 miles.

Mars revolves on its axis in 24 hours 37 minutes and 22 seconds; the Earth, in 23 hours 56 minutes and 4 seconds; Mars' day is therefore about 30 minutes longer than the Earth's.

Mars revolves around the sun in 687 days, in round numbers; the Earth, in 365 days, so that Mars' year is twice as long as Earth's, less 43 days.

Mars has seasons the same as the Earth, but Mars' seasons are nearly twice as long as the Earth's.

Mars has two satellites or moons. One of them revolves around Mars in about eight hours and is very close to the planet, 5,850 miles; the other journeys around the globe in about thirty hours, and it is also close to Mars, 14,650 miles. Earth's moon is over 238,000 miles away from the Earth, about which it revolves every 27 days and 8 hours.

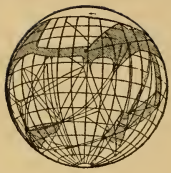
Mars has no mountains.

Mars has over 400 canals, over 50 of which are double.

Mars has no oceans, as we know of oceans on Earth, and has little moisture as compared with the Earth.

Mars is much older than Earth, probably many millions of years.

Mars' atmosphere is much lighter than Earth's, and of less depth.



Above illustrations show the relative difference in size between the Planet Mars and the Earth

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